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LARRY JOHNSON, FINANCIAL Aids Officer, described to Thursday's Convo III audience the problems facing the development of a Black Studies Program. (Photo by Terry Nicholson)

Local Problems

Student Grievances Aired

By DAVE BROWN

The topic of Thursday's Convocation was CSCSB problems and was moderated by Dr. Russ De Remer. The panelists included Ken Harper, Nick Penchoff, Tom Hayes, Bill Maddox and Jerry Rhode.

Ken Harper, Vice President of the CSCSB Student Body, started off the discussions by saying that the problem of this campus is communication between students who want things changed and faculty and Administration who either don't know the problems or will not listen. Harper says there are two channels open for students to communicate, the faculty and A. S. B.

Nick Penchoff, a member of the Speech and Advocacy Committee, mentioned a statement made by President Pfau that our campus would not have problems like S. F. State. Penchoff then stated that our campus lost two professors last year and that we do have problems.

Bill Maddox, leader of the S.D.S., said that in order to understand what is really happening on our campus, we must understand what our campus is here for. Maddox says it does not serve the community and as defined by the Board of Trustees, there are many points we must try to change. We must challenge the way in which the college is implemented, the Trustees have taken it upon their shoulders to define education and control it, E.A.P. has a limitation of no more than 4% of the student body, A.S.B. has little participation, and the system and students have little autonomy.

Tom Hayes, a student, says our problems are: Title V, A.S.B. representation, and Mexican American Students.

Jerry Rhode, A.S.B. President, said our campus is ineffective in achieving unity and questioned the fairness of the students in making their opinions known so that they could be represented.



SHOWN HERE ARE a few of the models and fashions involved in the African Fashions Show to be presented tonight in PS 10 at 8:00 p. m. Admission if free.

Black Fashions Tonight

An African Fashion Show, sponsored by CARC (community assistance's Relations Committee) will be held in P. S. 10 starting at 8:00 tonight. The program "Art of the African" has been shown in the Fine Arts Gallery at the Orange Show for the past couple of weeks, and a two hour segment will be exhibited here. The young men & women in the program are professional models from the westside of San Bernardino. The woman were sent to Los Angeles for training in modeling by

Operation Second Chance and the men were taught here in San Bernardino.

The first hour will be devoted to an explanation of Operation Second Chance and its goals. Following their presentation will be a show of "High Life" and other African dances accompanied by a drummer playing authentic African music. The program will be concluded with the models displaying modern interpretations of African fashions.



The Pawprint



- Published by the Associated Students of Cal-State SB -

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JANUARY 31, 1969

Ethnic Studies Ground Work Set in Senate Meeting

Last Tuesday's Faculty Senate meeting convened with an eight member quorum (Professors Crum, Fisk, Harris, McAfee, Nelson, Van Petrucci, Marter, & Ed. Dept. Chairman West), chaired by Dr. Barnes. A densely packed and eagerly interested audience included over 25 students and several faculty members. Record high student attendance is attributed to the nature of the Senate agenda. This meeting was primarily concerned with the destination of the curriculum of this college. VP for Academic Affairs Gerald Scherba introduced a proposal to establish a committee on ethnic studies programs. This proposal stressed the urgent need to provide a coherent program of ethnic study on this campus. The original proposal read, "It is proposed that a committee of faculty and administrators, TOGETHER WITH AN ADVISORY GROUP OF STUDENTS, be formed to recommend a curricular program, open to all students interested in the areas of ethnic studies." The composition of this committee was to include six faculty members (two each from Humanities, Social Science, and Education), two Administrators and four student advisors (two black students and two Mexican-American students to be selected by the Financial Aids Officer and the college EAP Director).

Dr. Fisk, Professor of Education, immediately indorsed the program's intent. He boldly questioned the nature of the student advisory function on the proposed committee, but heartily supported and urged direct student member participation with voting privileges. Scherba firmly defended his proposal by stating that matters of curriculum are clearly the responsibility of the faculty; although student voice is a vital and necessary consideration in faculty decisions of curriculum. ASB President Jerry Rhode alerted Senate and

audience members to the student's new active role in the decision-making process of the college. The need for program expediency and the severity of disadvantaged minority problems were stressed by Senate members, and by student/faculty members of the audience. The original proposal was amended to read, "THAT A COMMITTEE OF FACULTY, ADMINISTRATION AND STUDENTS, be formed to recommend a curricular program . . ." and it was passed by a vote without dissent.

Next, the composition of the committee itself was discussed. Black representation was strongly voiced by members of the audience. The necessity of having two administrators on the committee was strongly urged by Scherba and supported by Petrucci. It was then moved to have a five minute adjournment after an hour and four minutes of rapid and dynamic interchange among Senate members with numerous audience contributions.

Upon resumption, the Senate returned its focus to the voting rights of students on matters of curriculum. Dr. Fisk introduced a motion to amend the original proposal to include eight member-students on the ad hoc committee with full voting capacity. Dr. Scherba emphasized the lack of student expertise in curriculum matters. Mr. Rhode eloquently pleaded that students are not professional educators; but they possess a different type of expertise that has an extremely relevant perspective. Hearty audience response supported Rhode's remarks and sounded a demand for equal student representation on the committee. Professor Roberts' remarks stressed faculty lead in curriculum matters with strong emphasis on academic quality. Student audience support was unanimously and solidly behind the Fisk proposal. However, after further discussion, Senate

members reached a 4-4 deadlock vote on the Fisk Amendment. Faculty Senate chairman Barnes refused to break the tie because of the importance of the problem and his reluctance in allowing his one vote to be the decisive one. Senate members discussed the unwieldy nature of such a large committee and it was suggested that the Fisk proposal be rescinded because of its unworkability. Further discussion followed until a point of reconsideration was reached. Dr. Van Marter proposed a committee consisting of three faculty members, three voting students and two administrators. Senate members generally favored this proposal because of its workability and the need for expediency. McAfee questioned the experimental nature of students with voting privileges on such an ad hoc curriculum committee, yet indicated a favorable attitude toward the implementation of the proposal. Scherba displayed a continued reluctance toward the implementation of the student vote on matters of curriculum. Further discussion followed about the operational selection of committee members. (ASB Senate will have the responsibility of selecting the three student members).

Selection of the committee's Faculty members will be the responsibility of respective divisions (i.e., Humanities, Social Science, & Education), and selection of the two Administrators will be the college President's responsibility. The report of this ethnic studies committee must be submitted to the Faculty Senate by April 15.

Finally the Van Marter proposal was adopted by a vote of 5 to 3, and a CSCSB precedent in the re-definition of the student's role in the college community was established at 5 o'clock on January 28, 1969.



ATTENDING TUESDAY'S FACULTY Senate meeting were some twenty-five to thirty interested students. This unprecedented turnout established a new record of student interest in the affairs of our most influential policy making committee on campus. (Photo by Terry Nicholson)

Editorial**A Qualified Apology —**

Recently this paper has come under attack from various clubs and groups on campus for failing to print announcements of their meetings. Infact, our very own cherished cry of "apathy" has been flung at our infallible dynasty. It would be ideal if these claims were foundless and unjustified; but unfortunately, the accusations bear some validity. In this respect, the Pawprint apologizes to those clubs who have submitted material in advance but did not see it published. However, the whole situation reduces to a serious information gap between the general campus community and the limitations of the paper. Hopefully, this article can explain the factors which have contributed to these accusations, as well as offer an insight into the purpose and limitations of the Pawprint at its present stage of development.

First of all, the primary purpose of the Pawprint is to inform the students about their environment. We are entirely a student oriented media, composed expressly of, by and for the students. We cannot even begin to compete with large, commercial newspapers . . . would the man-on-the-street choose the Pawprint over the L. A. Times or the Sun-Telegram? Explicitly, our function is to offer a source of communication and education to a small, select readership: namely, you of the campus community. So, why then have we failed to print several notices of obvious relevance for our own readers? Well, here comes the tears on your sympathetic (?) shoulders.

Both the deficiencies and the strengths of the Pawprint operation are contingent upon the same sources. The entire staff of this paper is composed of CSCSB students who VOLUNTEER their time and energy in producing the Pawprint. There are no journalism courses here at CSCSB. No one working for the paper receives any course credit. The only paid position is that of the editor-in-chief. Consequently, the only reward is an occasional by-line and a name in the staff box. All totaled, one issue of the Pawprint requires between 75 and 80 manhours of work from students, and at least 12 manhours of professional services. Although the students who have been working on the paper are dedicated and invaluable to the organization, the lack of tangible rewards (unit credit, money) constitutes a serious handicap in appealing for help. With these barriers to hurdle in recruiting help, we do not yet have the personnel available to establish reporters' beats that would cover all the clubs on campus.

Now comes the hairy part . . . at least for the editor. The Pawprint is presently a four page tabloid, with 75 column-inches per page of available space. The possibility of going to a permanent six pager is impracticable because the cost of production is almost the same as for an eight pager. Since we don't have the manpower or efficiency of organization yet to produce an eight page edition, we are physically limited to a total of 300 column-inches. Given these special limitations, we come to the meat of the editor's job . . . editing. With all the available copy at his fingertips Wednesday afternoon, the editor must select which articles can go, which are to be held, and which must be cut. Naturally, intrinsic in the process of selection will be the editor's own value system. Editors are human (even without a haircut), and humans have values. But first and foremost as an initial premise is to decide what material represents the highest priority of value to the largest percentage of the readership.

You can please some of the people all of the time, . . . and all that rot, but alas and alack, it's true. Getting down to specifics, in the January 24th issue, we had allotted four inches on page three for a club meeting announcement. But when nitty-gritty time rolled around in the paste-up room at the printers Thursday, we lost several inches of space for page three. The choice boiled down to cutting four inches off the article concerning the history of the senior comprehensives, or cutting the announcement. Consistent with the goal of providing information for as large a readership as possible, the club announcement got the knife.

All right, now you know that we are limited for space and understaffed; so what next? How do all the various student functions go about getting the equality of publicity that they need? One way would be to start a bi-weekly- or tri-weekly campus bulletin or rap-sheet. Those of you who have attended other campuses may have seen information sheets of this form. At any rate, it is one possible way to carry the burden of providing constant publicity for student activities.

The net effect of this situation is this: the Pawprint is our campus newspaper, both informative and interpretative. This is in no way meant to imply that publication of special student activities is not a necessary or worthwhile endeavor; only that it must bow to the selection of priority issues within our purposes.

If there is any truth to the rumor that canaries and parakeets comprise a considerable portion of our readership, then we hope that this information can serve to smooth some of their ruffled feathers.

Forum : Implications of Convos.

By DAVE BROWN

The convocations last week were a turning point on the campus of CSCSB. They served to enlighten those that attended and made even more meaningless the "voice of the silent majority."

No longer can this etherial mob make any claim to have a voice or any representation. Just the mere fact tht this doubtfully existent group does not choose to be heard gives it no voice in the activities of the student body as a whole.

Change does not apply merely to S. F. State, or to just a few of the other campuses. It applies to the Cal-State system and to the people of the State of California. If the rights of freedom of speech and assembly can be violated on the S. F. State campus and the San Fernando Valley Campus, then they can be violated on all campuses and in every part of this state.

Governor Reagan and the Trustees have taken their stand with Hayakawa, to keep the S. F. State campus open no matter and how many students and faculty suffer andmno matter how many students and faculty suffer and no matter how much blood is shed. They have taken the stand that education is a privilege, not a right and they intend to define education as they see it, (according to Chancellor Dumke). This looks more like a police state all the time.

By taking the stand that education is a privilege and not a right, Governor Reagan and the Trustees would have you believe that the people of the state of California are giving you your education and therefore you should be grateful and accept whatever they hand you. Nothing could be more ridiculous. Some of you students are taxpayers and all of you will be shortly. During your lifetime, you will pay for our

education many times over, so this nonsense that is being passed down from above is just that — nonsense.

Another myth that seems to be floating around is that student activists are all a bunch of radical anarchists. After talking to many of these so-called anarchists, it has become increasingly clear that these people are better Americans than most. They are willing to sacrifice for what they believe is freedom while the bulk of society sits around watching the boob-tube and getting drunk. Meanwhile their precious freedoms that their grandparents fought for are being robbed by power hungry bureaucrats.

Many of the students on this campus gained a great deal of insight during the convocations. And now if they will be willing to put this insight together with a little work, then — bravo America, bravo!

professors are known to have crossed our picket lines, but we do not yet know their names. These figures support our claim of 80 to 85 percent strike effectiveness," Hawkins said.

Building	Classes Scheduled	Classes Meeting	Percentage Of Classes Being Held	Estimated Attendance In Classes Being Held	Estimated Attendance Of Classes Scheduled
Humanities	41	22	53.6%	56.0%	30.0%
Business	27	14	51.9	69.0	35.7
Science	27	13	48.1	50.0	24.1
Education	12	12	100.0	44.5	44.5
Fine Arts	18	2	11.1	55.0	6.2
Creative Arts	22	1	4.5	20.0	0.9
Psychology	10	2	20.0	41.0	8.2
TOTALS	157	66	42.0%	47.9%	20.1%

S.F. State Strike Effectiveness

Strike effectiveness of 80 to 85 percent during the first week of the San Francisco State College strike was today claimed by Gary Hawkins, president of the campus local. Hawkins based this claim on three sources of information, two based on Union surveys and one provided by the college administration.

AFT's survey teams also report that a maximum of 200 faculty members out of a total faculty of around 1100 are crossing picket lines. According to Hawkins, 127 strikebreakers have been identified by name. "Another 70

Students Speak Out:

Last weeks convocations opened the door to a better informed and more aware CSCSB community. This question was randomly posed to students:

"What do you think about system-wide and/or S.F. State problems in relation to our own CSCSB campus problems after attending the convocation (s)?"



PETER BRYK, Junior English



ANNE KATZ, Senior Philosophy & English



JANIS BUSH, Frosh Humanities



BEN RODRIGUEZ, Sophomore Biology, Pre-Med.

Opinion....What's Wrong ?

Interviews By Harvey Friedman

PETER BRYK (Junior, English Major): "S.F. State or system-wide problems are not necessarily manifest on this campus. However, we shouldn't ignore the problems that take place at other institutions. We should take a more active role in admitting more minority students here and to the problems of the system in general. Life sure would be dull without the revolution thats taking place."

JANIS BUSH (Freshmai., Humanities): "We have small seminar classes and a closer relationship with faculty on this campus. There is a noticeable degree of apathetic students on this campus. More students should become involved because it is their education that is affected."

ANN KATZ (Senior Philosophy & English): We don't have the same minority problems, yet. We do have lines of communication between student

and faculty and administration concerning campus problems. Due to the fact that this is a commuter school and there is a large number of working students; there is no campus community at this college.

BEN RODRIGUEZ (Sophomore, Biology Pre-Med): "The problems are a little different here because we are in the infant stages of development. We are allowed a little more autonomy here than at other state colleges. We don't have the over crowding here that exists at these other institutions. We are unique in this respect. The problems of other state colleges will be ours in the near future, however. I am gravely disappointed because we don't have enough minority students at this school. I think we have an activities program at the JC's in the area in an attempt to get more minority students interested in Cal-State San Bernardino."

Calendar**Regular Meetings:**

Freshman Class	January 31, 2:30	Ps 104
Alpha Phi Omega	February 3, 12:30	PS 102
Sophomore Class	canceled	
A. S. Senate	February 4, 11:30	L114
Psychology Club	February 4, 11:30	BS 329
AD Hoc Speech and Advo	February 4, 10:30	L114
Theta Psi Omega	February 4, 11:30	PS 202
The Chemical Bond	February 4, 10:30	PS 202
Chess Club	February 5, 3:30	L147
Activities Committee	February 5, 12:30	Stf. Din. Rm.
Philosophy Symposium	February 5, 2:30	PS 104
Graduation Committee	February 6, 7:30 a.m.	PS 104
Student Faculty Dialogue	February 6, 11:30	Student Lounge
Freshman Class Council	February 5, 4:30	PS 104
Cultural Committee Meeting	February 3, 11:30	L114

THE DANCE February 1 8:00-12:00 Little Gym
Cancelled last week because of rain
The SHADOWS OF DOUBT casual free

L&PA Presents Dr. Nuri Eren
PS 10 2:30 Free
Newman Foundation HOOTENANY WITH CLABE HANGAN
February 8 After Film Student Lounge
L&PA Presents THE MANCHURIAN CANDIDATE
Free February 7 8:00 p.m. PS 10

Frosh Wins Contest

By JOHN STAMP

As you stroll around the campus this quarter you may have occasion to meet a fellow student who may be one of the 70's big designers.

Her talent has already been rewarded with a total of \$600 and an all expenses paid tour of New York City, New York. This was given as first prize in Seventeens' and the American Printed Fabrics Councils' contest, "Design a Printed Fabric."

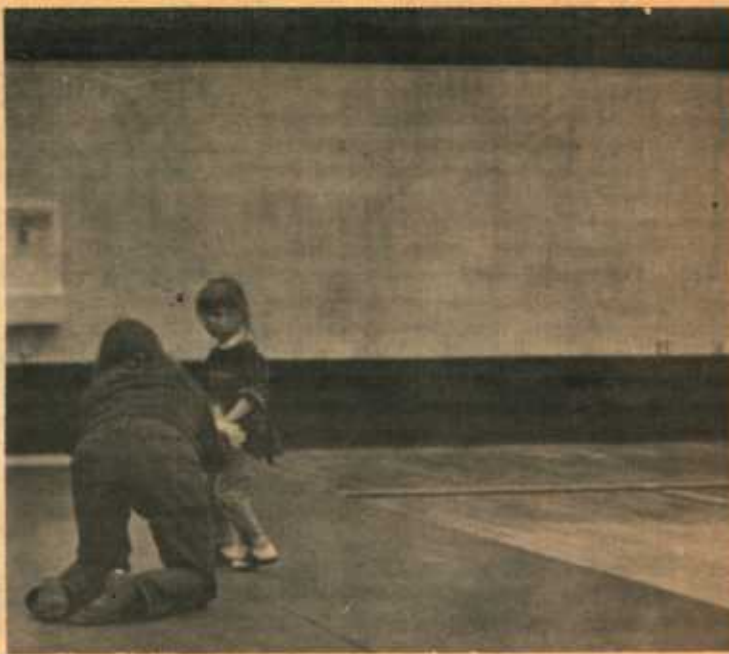
To ease your curiosity, her name is Kathie Dillion. Kathie is a 19 year old freshman at CSCSB. At the present she is an art major hoping to be a fashion designer. And on interview she related that some of the fabric companies told her to send in more of her patterns.

Kathie entered the contest while still a senior at a San Diego

High School. She entered three designs as a representative from the Walker Scott Co., San Diego. And she was selected for the top prize from 17 finalists and 600 contestants.

While in New York Kathie was entertained both day and night by the "Seventeen" staff. The young designer visited many of the very plush spots around town, i. e. O'Henry's, Charlie O's, and even Upstairs at the Downstairs, all of which are well known in New York.

Meeting this little bird is a real treat and so I'll describe her for you. She's brunette — wait a minute — take a glance at the March issue of Seventeen. Her picture and one of the patterns, which they made into a short jump suit will be carried in the contests' spread.



AS ONE STUDENT directs several questions about minority representation on the faculty and administration, another corrals an escapee from the peanut gallery. Is the proposed open door policy already in effect? (Photo by Terry Nicholson)



O. K., WHICH ONE of you yelled "STUDENT POWER?" (Photo by Terry Nicholson)

King Fund Underway

The Student California Teacher's Association has decided to embark on an initial project to create a scholarship fund for minority race candidates for teaching careers in memory of the late Rev. Martin Luther King Jr. A committee will be formed; composed of three members of the Board of Directors, a representative of S.C.T.A., a faculty representative of the State College System and two representatives of the Human Relations Commission.

A beautiful and moving 52-page book commemorating the words and deeds of the late Dr. King was originally sponsored by the NEA-PR&R Committee on Civil and Human Rights of Educators. The donation is three (\$3.00) dollars. The S.C.T.A. recommends the book as a remarkable work of art, and believes it will be prized by all who value the life of this great American.

The financial campaign is expected to begin in early February until its conclusion in June.

THANK YOU . . .

To all the students who came forward in answer to our plea for help, I extend my sincere gratitude. Without your assistance, the Pawprint could not begin to fulfill its responsibilities to the student body.

Mark Trenam

Pawprint Staff

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PHOTOGRAPHY

Terrie Bouton

Steve Imialek

Dan Randolph

STAFF WRITERS

Frank Moore, John Stamp, Dave Brown, Mike Zlaket, Harvey Friedman, Malcolm Simpson, Chris McAllister.

New Dept Studies

Students are becoming increasingly involved in shaping the curriculum of CSCSB.

Most academic departments have set up machinery to listen and respond to student voices in planning courses.

The Biology, Drama, English, Chemistry, and History departments have reported some concrete results. Planning proceeds in other departments. The nature of academic decision-making often precludes quick changes; however, at CSCSB, students participate in curriculum decisions more actively than at most colleges and universities.

Some of the most recent developments include:

Biology — The Biology Club has told students the department would encourage any evaluation of courses or instructors, or ideas about any courses the students would like to see added.

Chemistry — The Chemistry Department has initiated formation of a new Chemistry Club this year. Other than its purely technical functions, this club will exchange ideas and obtain student comments on certain academic decisions or possible decisions in the Chemistry Department. A member of the Chemistry faculty commented that "We are quite optimistic that it will serve a useful purpose in area of academic decisions along with fulfilling its obvious technical objectives."

Drama — Students have not been directly involved in making decisions regarding catalog changes, because of the nature of

the discipline; in a practical sense, however, they have been very much involved, since a design of the Drama courses follows, at least in part, from the backgrounds and interests of individual students. Students also make design and production decisions about shows.

English — The English department voted unanimously to welcome student participation in the department's affairs and urged the ASB to establish procedures for such participation.

History — Elections are being held among history majors to form a council to represent students and to work in areas of curriculum planning.

These four disciplines are just a sample of the growing student involvement in CSCSB's curriculum. The other 12 disciplines also are involving students in course-planning.

TPO Activities

During the past quarter there was a club on campus which was little noticed, but extremely active, maybe not in destructive or demonstrative ways but instead through service projects to the community and to the school. The Woman's Service Club, Theta Psi Omega, spent a busy quarter with many activities. They held a car wash, and two bake sales for money making projects and participated in the Halloween carnival with a cotton candy booth and a dart throwing booth.

For service projects they helped with the blood drive and at Thanksgiving made place cards for the patients at Redlands Community Hospital and put

together a Thanksgiving box complete with turkey and all the trimmings for a welfare family in San Bernardino.

The quarter was not without its social events for their was a tea given for new members two pot-luck dinners held in the homes of members and the quarter was topped off with a Christmas caroling party at one of the homes.

It was a busy quarter for all concerned and this quarter looks even more inviting with the service projects in store and the annual spring fashion show to plan — So, all girls interested in joining a club with some action — report to Room 202 in the P.S. building at 11:30 on Tues., and become active in your school and your community.

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JET CHARTERS

Five summer flights of 4 to 13 weeks from L. A. to Amsterdam, return from Brussels. \$290 to \$295 r. t. (one-way \$175) Fordetails write to Prof. Frank Paal 247 Roycroft, Long Beach 90803; 438-2179

Work Study

Applications are now being taken for a very limited number of College Work Study Program positions, according to Larry Johnson, Financial Aid Officer.

Individuals who have definite need of financial assistance and who wish to work on campus part time for the remainder of the year are invited to see Mr. Johnson in L-120.

Eligibility is restricted to applicants who are from low income families or who have been completely independent of their parents for at least one year and have not lived at home for one year.

Ambassador

Dr. Nuri Eren, Ambassador, Turkish Permanent Mission to the United Nations, will speak at CSCSB on Wednesday, February 5, at 2:30 P. M. in P.S. 10. His lecture topic will be "Why Is America Misunderstood in the

Announcements

World?," an analysis of the American image, and will provide an evaluation of American action and non-action in international image building. His lecture will be a presentation of the Lectures and Public Affairs Committee.

Dance Feb. 1

The dance and light show, originally planned for last Saturday, has been rescheduled for tomorrow night, February 1. This first A. S. shindig will provide black lights, posters, and strobes and will run from 8 p. m. 'til midnight. Live entertainment will be provided by the fabulous "Shadows of Doubt." Admission is free and refreshments will be provided throughout the evening. Everyone is invited to this event at the Little Gym, stag or drag.

Outdoors Club

The Outdoor's Club "Anza-Barrego" trip and campout

has been cancelled. A day hike is scheduled for this Sunday, February 2, as a snow trip. All interested people should meet at 9:30 a.m. at the Market Basket located at 40th and Mt. View. Bring your sack lunches and sleds, if you have one.

A "Rock Climbing" event near March AFB is tentatively planned for February 15th. Further information will be available at a later date.

Recruiters

Representatives from two firms, IBM and The Travelers Companies will be on campus next week to talk to seniors who may be interested in learning about business career opportunities. IBM will be here Tuesday; Travelers on Wednesday.

Seniors should register for career placement services and reserve interview time in the Placement Center, L-116.

IBM invites you to join an infant industry.

Big as it is, the information processing industry is just beginning to grow.

Recently, *Fortune* estimated that the value of general purpose computers installed in this country will more than double by 1972. Other publications have other predictions, and probably no source is totally precise. But most agree that information processing is one of America's fastest growing major industries.

Every day, it seems, computers go to work in a new field or new application. IBM computers are working in such diverse fields as business, law, medicine, oceanography, traffic control, air pollution. Just about any area you can name.

To somebody just starting out, this growth means exceptionally good chances for advancement. Last year, for example, we appointed over 4,000 managers—on performance, not seniority. Here are three ways you could grow with IBM:

Finance

"You're in an ideal spot to move ahead fast."

"I've always figured my chances for advancement would be better in a growth industry. That's why I picked IBM," says Joe Takacs.

Joe's been working in general accounting since he got his B.B.A. in June, 1968. Growth wasn't the only reason he chose IBM. He says, "I learned that it's a general practice at IBM to promote from within and to promote on merit alone. I like that."



"Another growth factor is the job itself," Joe says. "During my first few years, I'll get experience in nearly every area of general accounting—Income & Expense, Balance Sheet, and so on. I'll be learning how the company is structured and how it operates on a broad scale. That's exactly the kind of knowledge I'll need to help me qualify for a manager's job."

Career areas in finance at IBM include: Financial Planning and Control, Financial Analysis, Accounting, Information Systems, and Internal Auditing. You'll need at least a Bachelor's degree.

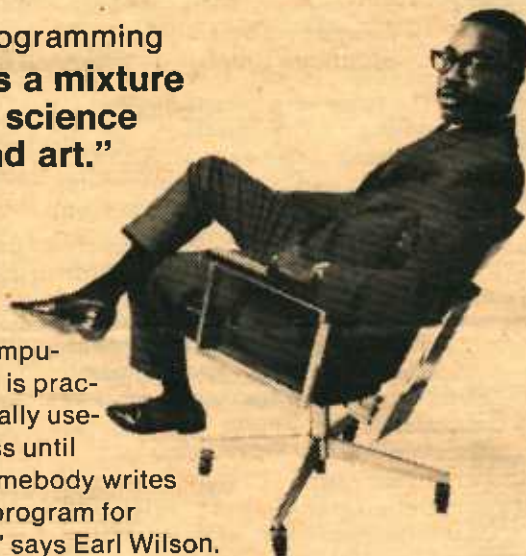
Programming

"It's a mixture of science and art."

"A computer is practically useless until somebody writes a program for it," says Earl Wilson.

Earl got a B.A. in Modern Languages in June, 1967. He's now an IBM programmer working on a teleprocessing system that will link the computerized management information systems of several IBM divisions.

Earl defines a "program" as a set of instructions that enables a computer to do a specific job. "Programming involves science," says Earl, "because you have to analyze problems logically and objectively. But once you've made your analysis, you have an infinite variety of ways to use a



computer's basic abilities. There's all the room in the world for individual expression."

Career areas in programming at IBM include: Systems Programming, Applications Programming, Programming Research, and Programming for IBM's own use. You'll need at least a B.S. or B.A.

Marketing

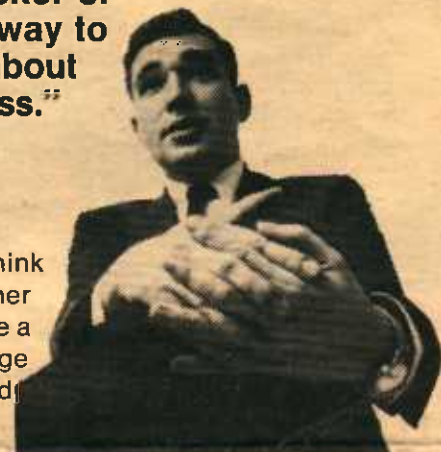
"There's just no quicker or better way to learn about business."

"I can't think of any other job where a guy my age could find himself working with the board of directors of a ten million dollar company," says Peter Anderson.

Peter joined IBM after earning his B.A. in Economics in 1964. As a Marketing Representative, he's involved in the planning, selling, and installation of IBM data processing systems.

The annual sales of Peter's customers range from one half million to 10 million dollars. "These men are looking for solutions to problems—not a sales pitch," says Peter. "And by helping to solve their problems, I learn a lot about modern business techniques."

Career areas in marketing at IBM include: Data Processing Marketing and Systems Engineering, Office Products Sales, and Information Records Sales. Degree requirement: at least a B.S. or B.A. in any field.



Other reasons to consider IBM

1. Small Team Concept. No matter how large a project may be, we break it down into units small enough to be handled by one person or a few people. Result: quick recognition for achievement.
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